

Ofcom's Telecoms Access Review consultation

Further evidence to support Ofcom's assessment of the Wholesale Local Access (WLA) market and its proposed approach to regulation of Openreach

12 January 2025



openreach

Introduction

Ofcom intends to publish the Telecoms Access Review (TAR) final statement by the end of March 2026. We have provided Ofcom with detailed information and data to assist it in carrying out its review, in our initial submission of 12 June 2025, including the NERA report, and our further submission of 17 October 2025.

We are now providing additional data to supplement our previous submissions so that Ofcom can use the latest data when finalising the TAR statement (we note Ofcom must take into account all relevant information when reaching its decision). This is all the more important where Ofcom is reviewing markets which are changing rapidly, as we have previously explained is the case in relation to WLA markets.

We are providing Ofcom with the latest available data to inform its assessment of WLA geographic markets:

- Geographic availability of suppliers, including latest build footprint, and variations in Openreach broadband share
- Latest market insight
- Openreach line losses
- Evidence of regional pricing.












Fibre Footprint and take up

Altnets take-up continues to grow rapidly as the focus shifts from build to connect

We have previously provided evidence relating to the rapid growth in Altnet footprint and take-up.¹ This trend has continued, as shown by the following additional evidence.

We estimate that c600k premises were passed by Altnets in Q2 FY26, fuelled by £3.1bn of funding raised across Altnets in FY27. This leads to Altnets now cover 44.8% of the UK.² Focus has shifted to connecting customers, as demonstrated by the significant improvement in take-up seen by all Altnets – with the average take-up at 23% in September 2025, up from 17% the year before.

Altnet Latest Estimates Q2 25/26

	RFS Build To Date	Build Rate / Qtr
 CityFibre <small>Incl the transfer of Lit premises</small>	4.3m	50k —
 netomnia + brsk*	2.8m	241k —
 nexfibre <small>Incl the transfer of Upp premises</small>	2.4m	139k ▲
 hyperoptic	1.6m	30k —
 Community Fibre	1.4m	5k —
FullFibre. +  ZOOMM	602k	0k ▼
 Gigaclear	612k	7k ▼
 trooli <small>TRULY FIBRE TRULY FAST</small>	447k	16k —
 fibrus <small>FIBREFAST BROADBAND</small>	440k	16k —
 G.Network	329k	3k ▼
Alt-Net Total <small>Excl VMO2 and Incl nexfibre</small>	18.7m	602k ▼
 openreach	20.3m	1173k —

Source: Openreach Strategy & Insight team based on company reporting and internal analysis. Previous quarters reinstated as appropriate.

Altnet Supplier/ISP	Sep-24	Sep-25
CityFibre	13%	18%
Community Fibre	23%	28%
Fibrus	22%	28%
G.Network	5%	3%
Gigaclear	21%	23%
Hyperoptic	33%	36%
Netomnia	10%	18%
Toob	20%	47%
Trooli	6%	13%
Zzoomm	15%	20%
AVERAGE	17%	23%

Source: Point Topic Broadband Report published 25/11/25 [Q3 2025 UK ISP and network supplier metrics - a market overview](#)

¹ See Openreach response document 1 para 74, table 1.2, para 122 and table 1.4.

² Think Broadband data published by ISP Review 2 Jan 2026 for H2 2025 [Gigabit Broadband Cover Reaches Nearly 90 Percent of the UK in H2 2025 - ISPreview UK](#)

Competitive areas

The increase in Altnet footprint also increases the percentage of postcode sectors with 3 competitive networks

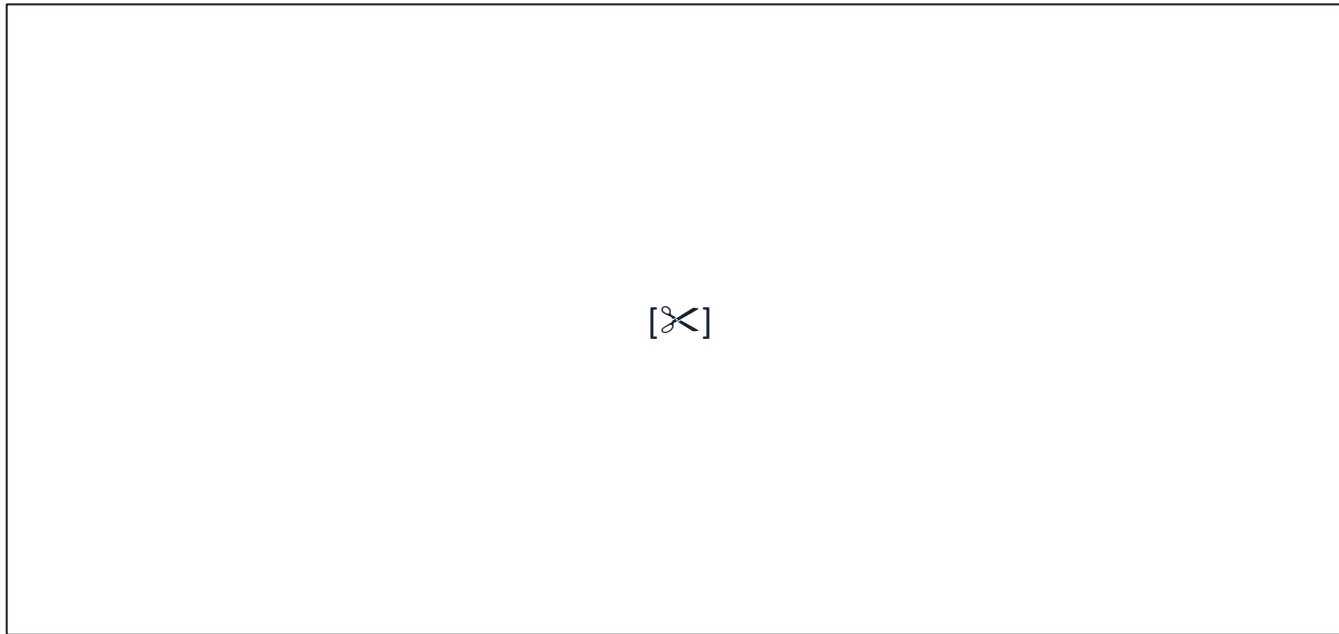


Table 2.2: Residential premises with access to multiple fixed networks

	Access to more than one gigabit-capable network		Access to more than one network (including non-gigabit-capable networks)		Access to more than two networks (including non-gigabit-capable networks)	
	July 2024	July 2025	July 2024	July 2025	July 2024	July 2025
England	47%	58%	74%	77%	25%	31%
Northern Ireland	74%	77%	82%	85%	13%	16%
Scotland	41%	49%	65%	68%	19%	22%
Wales	28%	37%	42%	46%	7%	12%
UK	47%	57%	72%	75%	23%	29%

Source: Ofcom analysis of provider data (July 2024, July 2025). Note that the July 2024 figures are slightly higher than the ones published in the Telecoms Access Review consultation (Volume 1, paragraph 1.6) as the latter were for all premises, i.e. both residential and commercial, and did not include the Hull area.⁷

Source: Ofcom Connected Nations report November 2025

Openreach analysis shows that, at September 2025, we have over [X] postcode sectors with two networks in addition to Openreach. This means [X]% of premises have access to three competitive networks, and this has increased by [X]% in the six months from March.

Ofcom is likely to have more accurate data available to it, and the latest Connected Nations report published in November 2025 shows that over 12 months the proportion of premises with access to three or more networks has increased by 6 percentage points to 29% of all premises.

While the data sets are inevitably inconsistent, they both show the continuing trend of an increasing area subject to competition. It is clear that there is a substantive geographic market where there is a difference in supplier presence.

Competitive areas

The size of a potential Area 1 has increased by [X] premises in the last six months to cover [X] % of premises.

Within the TAR Consultation (Annex 7) Ofcom identified 1,812 postcode sectors where there were at least two networks in addition to Openreach, making up 23% of UK premises. Of these, Openreach had a share of less than 50% in 321 postcode sectors. This was using data to summer 2025.

We have performed the same analysis using our data, which will not match perfectly to Ofcom's, but has allowed us to look at the trend over time. This cross check shows that, as of September 2025, we estimate that Openreach's broadband share is less than 50% in [X] of the [X] postcode sectors with two other competing networks. This has increased from [X] postcode sectors six months previously - and increasing the number of NAD keys from [X] to [X]. This [X]% of the UK - [X].

This broadband share evidence should be considered alongside supplier presence, and we believe it clearly shows that there are grounds to find an Area 1 today. When Ofcom carries out its forward-looking assessment it should take into account this trend.

[X]

Competitive Areas

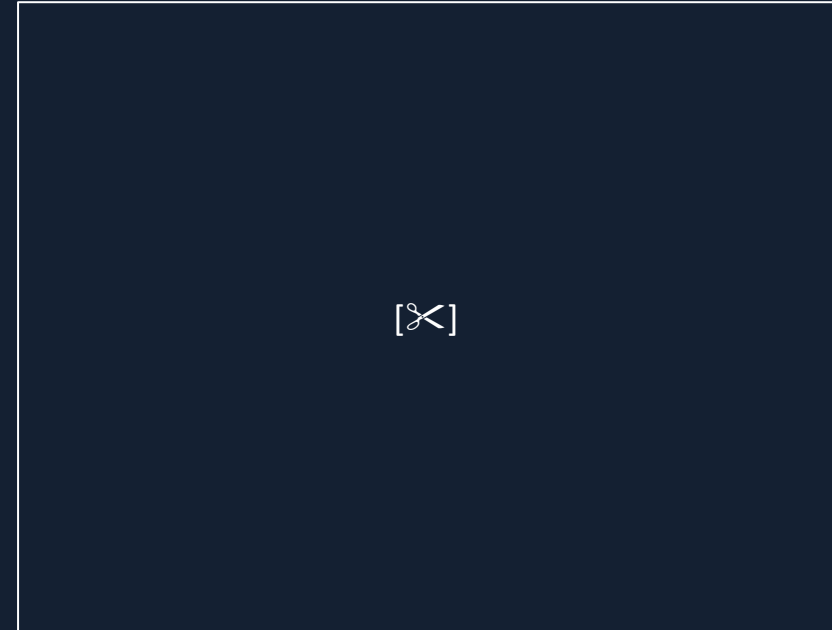
Variations support a conclusion that there are sub-national markets within Ofcom's proposed TAR Area 2

Alongside our June response to the TAR consultation, the NERA report provided evidence which supports an Area 1 with [X] % of premises with [X]% Openreach share (Section 2.2.2).

Openreach has prepared similar analysis internally, in order to look at the trend over time. There has been a clear trend in expanding Altnet footprint and declining Openreach share within that footprint.

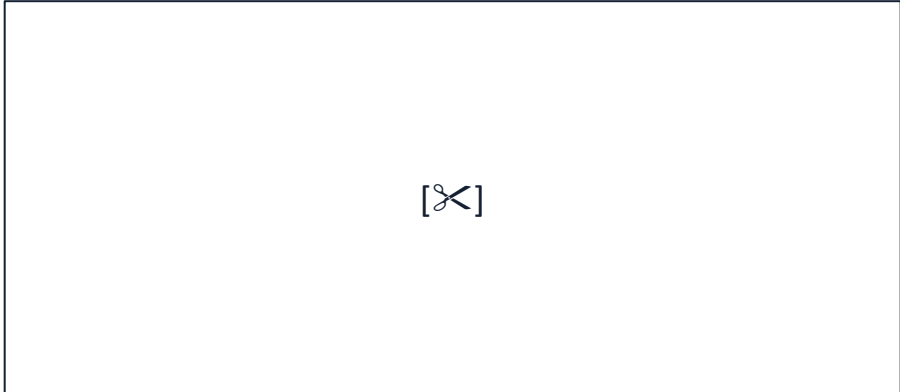
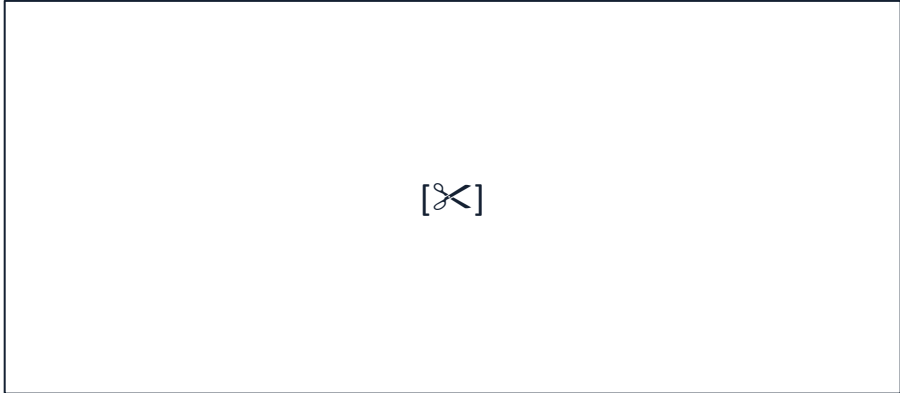
This can be seen in the data on the right, where the areas with different levels of competition (fixing Altnet footprint built at March 2025) have seen reductions in Openreach share. [X].

This was anticipated in the NERA report, which estimated the [X] % share would reduce by up to [X] % percentage points as Altnets mature and up to [X] % percentage points from Sky taking CityFibre wholesale. [X]



Openreach Line Losses

As a wholesaler, CityFibre exerts a clear competitive constraint on Openreach in its footprint



Market Developments

It is clear there will be consolidation during the TAR period even if the precise details are not yet clear

There have been multiple reports since October 2025 that Netomnia, with a footprint of almost 3m premises passed, is in talks to be acquired by either CityFibre or VMO2/nexfibre:

[CityFibre in talks to buy full fibre company Netomnia - ION Analytics](#)

[Virgin Media O2 Ponder £2bn UK Broadband Deal to Acquire Netomnia UPDATE - ISPreview UK](#)

[✂].

nexfibre has (public) ambitions to wholesale, and [✂].

Trooli's network is now available to wholesale via PXC's aggregation platform.

Gigaclear has secured an additional £80m funding from their backers in December 2025, but is reportedly looking for a buyer:

[Rural UK Broadband Altnet Gigaclear Secures £80m Funding from Banks - ISPreview UK](#)

[✂]

Retail Pricing Insight

Altnets are driving take-up through aggressive pricing, only available within their footprint

Geographic variations in pricing are starting to be seen, triggered by competitive presence.

Altnets are pricing lowest in the market. As larger ISPs respond this is starting to lead to geographic pricing. Hyperoptic and Community Fibre have been pricing very low, particularly at high bandwidths. Competition is bringing benefits to consumers.



[✂]

Retail Pricing Insight

There is evidence of regional pricing, supporting the identification of geographic markets

Retail altnets are pricing substantially lower than CPs using the Openreach network, with particularly attractive – and decreasing - pricing on 1gb services

